

Message Text

UNCLASSIFIED

PAGE 01 ZAGREB 00508 171440Z

46

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
----- 069510

R 160925Z JUN 75
FM AMCONSUL ZAGREB
TO USDOC WASHDC
INFO AMEMBASSY BELGRADE
AMEMBASSY BONN
AMEMBASSY LONDON
AMEMBASSY PARIS
AMCONSUL MILAN
AMCONSUL FRANKFURT
SECSTATE WASHDC 3163

UNCLAS ZAGREB 0508

E.O. 11652: N/A

TAGS: BBSR, XG, SF, AS, XM, YO

SUBJECT: MARKET RESEARCH STUDY: TELECOMMUNICATIONS

REF: ZAGREB 0465

1. ONLY ONE YUGOSLAV ENTERPRISE, ZIT OF ZAGREB, BID ON SUBJECT STUDY.
 2. ZIT PROPOSES TO CONDUCT 40 INTERVIEWS IN ADDITION TO DESK RESEARCH; IT PROMISES THAT RESEARCH WILL BE CONDUCTED IN ACCORDANCE WITH THE SPECIFICATIONS EXCEPT THAT "FROM THE PROCESSING WILL BE, HOWEVER, EXCLUDED THOSE SEGMENTS FOR WHICH INFORMATION DUE TO THE NATURE OF THEIR ACTIVITY CANNOT BE OBTAINED." (FOREGOING REFERS TO MILITARY TELECOMMUNICATIONS).
 3. FOR ITS SERVICES, ZIT ASKS DOLS 22,000 BASED ON THE FOLLOWING ELEMENT: DESK RESEARCH, WRITE UP: DOLS 14,000; FIELD RESEARCH DOLS 7,500; TRANSLATION DOLS 500.
 4. COMMENT: POST CONSIDERS FOREGOING QUOTATION UNREASONABLY HIGH. IN THE EVENT THAT COMMERCE IS UNABLE TO OBTAIN OTHER BIDS, SUGGEST THAT POST BE INSTRUCTED REGARDING FEE WHICH COMMERCE
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PREPARED TO PAY FOR STUDY SO THAT WE APPROACH ZIT ON AN "EITHER/

OR" BASIS. DISLIKE OF TAKING JOB DURING TRADITIONAL SUMMER
VACATION SEASON COULD BE FACTOR IN ZIT'S QUOTATION. IT THEREFORE
MAY BE PREFERABLE TO DEFER STUDY.
KAISER

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NNN

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